

Message Text

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43

ACTION EUR-06

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FM AMCONSUL FRANKFURT

TO SECSTATE WASHDC 7468

USDOC WASHDC

INFO AMEMBASSY BONN

UNCLAS FRANKFURT 4092

E.O. 11652: N/A

TAGS: BEXP, GW

SUBJECT: WTDR-FRESENIUS CHEM. PHARM, INDUSTRIE KG, DR. E.

REF: USDOC 7965

1. ADDRESS: POSTFACH 1480, 5 GLUCKENSTEINWEG, 6380 BAD HOMBURG, WEST GERMANY, CABLE: FREKAPHARM, TELEX: 415190, HONE: 06172-1091, OFFICERS: E KROENER, AND H KROENER, MANAGERS/PARTNERS.

2. THE FIRM WAS ESTABLISHED IN 1912 AS A MANUFACTURER OF PHARMACEUTICAL PREPARATIONS AND BIOLOGICAL PRODUCTS(BLOOD AND TEST SERA, INTRAVENOUS SOLUTIONS). IN THE COURSE OF THE YEARS, THE FIRM BECAME AN IMPORTANT SUPPLIER OF BIOLOGICAL PRODUCTS AND ADDED THE SALE OF ELECTRIC AND ELECTRONIC MEDICAL APPARATUS, AND OTHER HOSPITAL SUPPLY, INCL. DISPOSABLES, SYRINGES, CATHETERS ETC. SOME OF THE MEDICAL SUPPLY IS NOW ALSO MANUFACTURED BY THE FIMRS SPECIAL DIVISION "APPARATEBAU". THE FIRM HAS 800 EMPLOYEES AND 100 SALESMEN. IT IS OF MEDIUM SIZE AS A MANUFACTURER, BUT LARGE AS A DISTRIBUTOR/EXPORTER AND ALSO IMPORTER OF MEDICAL SUPPLIES. THE FIRM EXPORTS TO EUROPEAN COUNTRIES, NEAR EAST, USA, AND ASIA.

3. FIANCIAL REF: DRESDNER BANK AG, BAD HOMBURG, TRADE REF: DRAKE WILLOCK INC., PORTLAND ORE., 97222, AND SEE ITEM FOUR.

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4. FOREIGN FIRMS REPRESENTED: EXTRACORPOREAL

MEDICAL SPECIALITIES INC., KING OF PRUSSIA, PA. (DIALYZERS, PERITONEAL CATHEDERS SINCE 1969); DRAKE WILLOCK INC., PORTLAND, ORE., (ARTIFICIAL KIDNEYS SINCE 1970), GENERAL ELECTRIC CO., MILWAUKEE, WISC., (PACEMAKERS AND MONITORING SYSTEMS SINCE 1971), MCGAW LABORATOIRES, GLENDALE, CALIF., (HYDROXYETHYL-STARCH SINCE 1972), OSMONICS INC., HOPJINS, MINN., (43;34 3 9 .9 8 6 53. 8.;3 1972), VITAL ASSISTS, INC., SALT LAKE CITY, UTAH(UNIPUNCTURE CONTROL SYSTEM SINCE 1974).

5. THE FIRMS IS REGISTERED AS A LIMITED PARTNERSHIP WITH 4 HEIRS OF THE FOUNDER AS PARTNERS AND A TOTAL INTEREST OF DM 1.5 ILLION. IT HAS A VERY GOOD REPUTATION AND A SOUND FINANCIAL STANDING. THE PLANT REAL ESTATE IS VALUED AT ABOUT DM 7.5 MILLION, WITH MINOR ENCUMBRANCES. OTHER CONSIDERABLE CAPITAL IS INVESTED IN EQUIPMENT AND INVENTORY. PAYMENTS ARE MADE PROMPTLY. RECOMMENDED AS A GOOD BUSINESS CONTACT FOR US FIRMS.

6. PREPARED BY P BARTOLSIC AND APPROVED BY C H HARRIS
INFO 06/74.HARLAN

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